

# IN-SIGHT

## Welcome

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## THE PRESIDENT'S OVERVIEW



Welcome to the preview issue of BEAMA quarterly journal which officially launches on the 30th November. I trust this will become a valued new way for BEAMA to disseminate the information, guidance and services available to you as a member. As you will see in Howard Porter's CEO update we are indeed living in strange times, but we all must concentrate on keeping our businesses active and prosperous over the next 2-3 years. I believe that we all need to use our membership of BEAMA to help us achieve this objective. The development of industry views on BREXIT and the proposals for an Industry strategy are, in my view, the ideal response from the association.

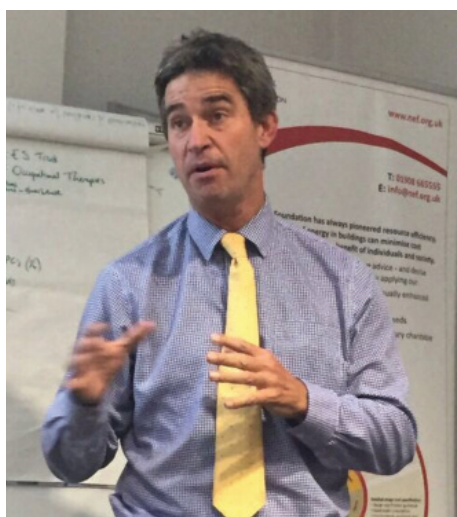
The BEAMA board will continue to work with the Executive team to provide the services that members will need moving forward. However our future success relies on members' input and views. As the negotiations begin to define our new relationship with the EU I will be establishing a post-BREXIT BEAMA expert group. This group will develop the policies for our industry for discussion with the UK Government, the European Commission, Standards and specification bodies.

I am also very pleased to see BEAMA take a leading role in the Each Home Counts review of residential energy efficiency, a key market for many members. We all hope that this type of independent review can be extended to commercial buildings and energy networks, and that BEAMA can also play a leading role.

The inclusion of micro SME's and 'start ups' in the BEAMA membership, evidenced at the Low Carbon Network Innovation conference in Manchester, and the European Utility Week show in Barcelona, is very much welcomed. BEAMA needs to combine the experience of established companies, and these new innovative players.

I encourage you to read this journal, and pass it on to your colleagues; I certainly look forward to the launch Issue.

Rodney Turtle  
BEAMA President.



Peter Bonfield – Each Home Counts

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## A NEW BEGINNING OR A SLOW DECLINE?

The extraordinary Political changes that we have all experienced over the summer are now beginning to influence business, and the relationships we have with both our European partners and Whitehall. It is fair to say that there is still a great deal of uncertainty: in how our relationship with the EU will develop; how our new Government will work with industry; and the changes that will affect the long term prosperity of BEAMA members. I have held a number of discussions with industry groups, the CBI, political commentators and directly with civil servants, attempting to gain clarity on the direction of policy, and crucially what BEAMA can contribute as an industry body. I believe that our industry has a big opportunity to influence political direction. The Government needs expert opinion on a wide range of topics from the digital and low carbon economy, energy efficiency, skills and product compliance. Our significant experience and influence on European Directives and standardisation will put our industry in an ideal position to assist the UK Government over the next 2-3 years.

BEAMA has initially consulted members on the impact of BREXIT, and as a result has developed a 'BEAMA Post-BREXIT Priorities' paper. This highlights the short term challenges, mainly relating to the currency changes and the on going impact on investor confidence since 23rd June 2016. It also lays out the potential long term implications, the results of which are difficult to predict. This document is now used as

our template for Government consultations, including the recent ECC Committee enquiry on the implications for energy and climate change policies which can be found in the members' area of the BEAMA website. BEAMA is also establishing a 'confidence tracker', monitoring a range of economic indicators linked to BREXIT.

Our 'Eye on Westminster' section outlines recent changes in Whitehall, but the merging of the business and energy departments into the Business, Energy and Industrial strategy department (BEIS) has resulted in BEAMA working with ESCO partner associations to develop an Industrial Strategy for the electro-technical industry. This has been submitted and disseminated within the BEIS department.

**BEAMA will continue to work with Government, and the wider industry to establish our sector as a key enabler for the UK economy moving forward.**

It also needs to be remembered that the UK is still a member of the EU for at least 2 years, and as such we will need to work ever more closely with our European partners through our European bodies. As the current chairman of the board of ORGALIME, I have offered to host their

General Assembly in early June 2017. This event will be an opportunity for BEAMA members to promote the future importance of the UK, in terms of innovation, energy and climate change, and export opportunities. Details will be available to all members in early 2017.

If any member company wishes to put forward their own experiences of BREXIT, or the new UK Government please contact me directly at [howard.porter@beama.org.uk](mailto:howard.porter@beama.org.uk).



**Howard Porter**  
BEAMA CEO

# AN EYE ON BRUSSELS



The nature of our relationship with the rest of Europe changed dramatically in June, and ripples are still spreading, but the full effects are as yet masked. The process of withdrawal begins with the triggering by Government of Article 50, which starts the actual Brexit clock ticking and ends (supposedly) two years later, that end marked in the UK with the repeal of the European Communities Act 1972. At this point the European legislation which has been made UK law under it as a statute or statutory instrument, will be left standing while EU Regulations with direct effect will fall away unless specifically retained or replaced by new UK legislation. A lot of this legislation affects our sector, and much of it sets out the product requirements our manufacturer members will have to continue to meet in order to sell into the Single Market bloc.

The EU regulatory scene for our products isn't standing still, and we continue to engage in all the EU activity as before, through all our regular channels. We continue to be active and welcomed in our European association ORGALIME, and numerous Sector Committees. Our product sector European Association affiliations also continue to thrive and we see this engagement as being increasingly important as we move ahead towards leaving the EU and beyond.

The UK's delay in transposing a number of revised product directives, including the LVD, EMC, MID and ATEX has left us out of step on product marking requirements, and without the new protections against non-compliant products finding their way onto our market that the new texts were to introduce. Getting some clarity here is a high priority.

The RED's transposition is similarly delayed, however the EMFD was implemented on time, so there is no clear trend as yet. There are a number of ongoing legislative priorities:

- The revisions to the Energy Labelling Directive, with its proposal for rescaling and complex product information provision
- The WEEE Directive intentions to extend 'producer responsibility'
- The RoHS Directive with its hoped for changes to the inflexible 2019 'hard stop', and possible new additions to the restricted substances list
- Product content information requirements now imposed on downstream users under REACH
- Conflict Minerals requirements similarly on downstream users
- The Eco-design framework being extended under the 'Circular Economy' proposals
- TTIP progress

We are also maintaining our strong engagement through BSI with European standardisation. The European standards bodies are not EU institutions, and the UK's ongoing membership should be unaffected, provided the rules continue to be observed. A number of ENs specifically support legislation and there are some vexed issues at the moment, particularly in the LVD and RED fields.

Market surveillance completes the picture; BEAMA has taken a strong lead in this area and is presently finalising its response to a significant EU Commission consultation on improving awareness of product legislation and how to comply with it. The survey makes many suggestions which could assist those wanting to comply but lacking the knowledge, but may be an unnecessary restriction/burden on those already competent, while being ineffective where non-compliance is intentional.

BEAMA members are kept closely updated on all these developments and we would urge members to track progress through the Issues Forum in the members' area of the BEAMA website.



**Anne Humberstone**  
Technical Director

# AN EYE ON WESTMINSTER

Following the political shock of the EU Referendum and the subsequent change of Prime Minister and structure of Whitehall, it comes as no surprise that we find ourselves in something of a 'Westminster Bottleneck'. With recess ongoing until 10th October and the demanding challenges of new Ministerial briefs, departmental changes, conference season and BREXIT positioning, this is likely to be the case for some time.

That's not to say there is not a flurry of activity surrounding policy making as the BEAMA team have recently been actively engaging with officials from the newly formed Departments for Business, Energy and Industrial Strategy (BEIS: pronounced bayz) and the Department for International Trade (DIT). Initial indications are that there is a genuine willingness to engage with industry as officials and Ministers wrestle with some complicated issues around the future EU relationship, energy policy, trade & investment and general industrial strategy, not to mention how to deliver a high performing building stock and alleviate fuel poverty.

Normal business as usual policy activities are still up for debate.

BEAMA has held a number of recent meetings with the BEIS officials regarding;

- Renewable Heat Incentive (RHI) reform programmed
- Domestic Heat Strategy Consultation
- Each Home Counts final reports

Discussions are also taking place with BEIS about the content of the forthcoming consultation on future energy market design, and the consultation on the SAP National Calculation Model which is delayed by at least 3 months. All of these consultations and policy initiatives are sitting with Ministers and/or high ranking officials awaiting sign off within a very complex and distracting political environment, and here's where the bottleneck starts to bite.

We all know that when Government policy intentions meet industry planning, there is always an element of second guessing and aligned conservatism (with a small 'c'); however, with all of these critical activities, success is reliant on industry capacity building and investment. Delays can stall markets as people wait to see what's round the corner rather than take decisions today based on current knowledge, and these uncertain times can be damaging for industry sales and profitability. Recently published reports show that there is no time to wait for decisions; in recent weeks we have seen the following reports:



- **An ECC Committee report calling progress on renewable deployment into question, with renewable heat highlighted (we are only halfway to the 2020 target) and a need to improve take up and radically reform the RHI.**
- **The Committee on Fuel Poverty report published on 23rd September at the NEA conference concluded the Government needs to ensure better targeting of schemes and assistance, utilising new data sharing powers, energy schemes and leveraged finance.**

With this sort of growing criticism of Government performance, BEAMA hopes that the Ministerial bottleneck will dissipate soon so we can all at least get working on the immediate priorities of energy infrastructure planning, renewable heat promotion and the delivery of energy efficiency solutions to UK consumers. With the Data Communications Company (DCC) due to go live this Autumn, the SMETS2 smart metering rollout can start in earnest in 2017 and with that exciting vision, industry can get behind a programme of transforming the way we engage with energy and buildings. A post Conference season tidal wave of positive and constructive announcements from Government would breathe new life into industry so watch this space.

We've already alluded to it but some of you will have noticed a few changes around the Westminster bubble. With the merger of the old Departments for Energy & Climate Change and Business, Innovation & Skills into dBEIS, the old ECC and BIS committees have now disbanded and been replaced with an all new Business Energy and Industrial Strategy Committee, chaired by ex-Building Regulations Minister and ex-BIS committee

Chair Iain Wright. Since the launch of the new Committee, Wright has been playing down concerns that energy and climate change are slipping off the agenda, particularly in light of a potential UK deal to sign up to the COP21 Paris Agreement. Notably we have also seen changes on the export support side as UK Trade & Investment (UKTI) has been re-launched under the over-arching branding of the Department for International Trade. In a post EU membership world, this may yet be the most critical Government department for BEAMA engagement on behalf of UK manufacturers and exporters.

Over the coming months BEAMA will be continuing to raise the profile of the electro-technical sector and represent member views across a re-drawn Westminster landscape. BEAMA will be targeting the areas of energy, skills, industrial strategy, building regulations and international trade. Furthermore, BEAMA will be reaching out to devolved interests too, providing written input into the new Scottish Government Energy Strategy due to be published by the end of 2016; the submission will be accompanied by a presentation to the Smart Energy Forum in Glasgow in October.

It looks like we have a very busy few months ahead of us.



**Kelly Butler**  
Marketing Director

# BREXIT STALLS EU UNITARY PATENT



At the recent Orgalime Legal Group meeting the impact of the 'Brexit' vote on the new EU unitary patent system was noted with some dismay.

## Background

Under the current EU patent system, as well as using national patent systems, an applicant can file their patent at the European Patent Office. Once granted though, the applicant must then verify this patent in the national office of each state where protection is wanted, needing translation of documents and separate validation processes and annual fees. In case of infringement, actions must be filed in each state and a court decision in one has no effect in other states, leading to greatly increased costs and the risk of one court upholding the patent claim and another striking it down.

## The New System

The new unitary system provides a one-step, one-stop process where applicants have the option to apply for a unitary patent, with protection available in all participating member states within one month from grant of the patent, no further translation, verification or fees required. Similarly a new Unified Patent Court will create a centralised structure with exclusive jurisdiction over unitary patents whose rulings will be enforceable in all participating EU states.

## Impact of Brexit

The unitary system was planned to start in early 2017 but as the UK is the second largest patent-designated country in the EU its ratification of the Agreement is required before it can be launched. EU member states must now either (1) hope that the UK will ratify now, necessitating changes after the UK leaves the EU or (2)

amend the Agreement, which will require a very detailed redraft and renegotiation. Any amendment will require cutting out the UK specific elements, appointing another member state to take the leading role that had been allotted to the UK, switching the location of one of the new courts away from London, revising the pool of patent judges to take out the UK candidates, all then requiring re-ratification.

If the UK does ratify the Agreement in advance of leaving this will allow the new system to be implemented with changes to be made in two years or whenever the UK leaves the EU. This is viewed as an unlikely path as it will just postpone the turmoil until a point when the system and courts will already be operating. Either way, there is a substantial risk that a measure that will save innovative businesses substantial complexity and cost in protecting their intellectual property will be delayed in the short term and that UK businesses will lose access to those savings in the longer term.

BEAMA will be lobbying along with Orgalime colleagues to ensure that the delays are minimised and to attempt to allow UK businesses long-term access to the unitary system.

# MEMBERSHIP KEY ACTIVITIES

BEAMA continues to grow in delivering added value to its members in 19 different product groups through 3 key service areas:

**Understanding Markets** – This covers our work on Statistics schemes, Market analysis, Market research, Consultation responses and engaging with relevant UK & EU Associations

**Maintaining Markets** – This covers our work on Policy and regulation; Standards; Producing guidance documents and combating counterfeit & non-compliant products.

**Developing Markets** – This covers our work on developing market opportunities for members, increasing the scope of existing product groups, developing the 'smart' agenda and promotion of members products and services.

BEAMA's consistent successful delivery in these 3 areas in 2016 has resulted in an increase in membership for several of the existing groups and the establishment of 2 new groups for Energy Storage and Energy Systems. These groups are now serviced through the Emerging Markets sector.

The issues and activities across all of the product groups are many and varied and to cover all of these in one article would be unrealistic but to give a flavour of the range of work that we do some examples of current activities in each of the key service areas are shown below:

## Understanding Markets:

### a) Statistics

The setting up of new statistics schemes and the ongoing expansion of the data available to members goes from strength to strength. An example of this has been the development and delivery of a new 'data dashboard' for BEAMA Networks which provides key industry data in an easy to use web interface. Similar dashboards are being considered for other product areas. Work has also begun on developing trend analysis of the level of customer interest/involvement in BIM.

The addition of the business confidence tracker and the expansion of the sector wide market data available is also proving popular and useful to BEAMA members.

### b) EU Associations

2016 has also seen a continuous role for BEAMA in engaging and influencing activities across the wide range of EU groups e.g. Orgalime, CECAPI; CAPIEL; CEN; CENELEC; T&D Europe; Eubac; EVIA; CEIR; CECED; EWA; EHI; EHPA and Aqua Europa etc. This involvement helps us to engage with and understand the manufacturer views on a European wide basis.

## Maintaining Markets:

### a) Standards activity.

BEAMA continues to facilitate relevant member involvement and influence in the numerous standards committees which impact on their products. Most recently BEAMA has increased its activities in policy level standardization committees on Smart Buildings, Material Efficiency, Low Voltage DC and Digitisation of European industry.

### b) Guidance documents

2016 has been a particularly productive year with guidance documents having been produced or currently in development on::

#### Completed

- Clarification on the requirements of the of the new LVD
- Consumer Unit Connections
- LV Switch and Fusegear
- IP Codes

#### Ongoing:

- Commissioning process for Ventilation systems
- Power Factor Correction
- Statutory Voltage limits at customer terminals
- Commissioning and installation of networked devices
- BIM Employer Information Requirements



# MEMBERSHIP KEY ACTIVITIES

## c) Compliance and Anti-counterfeiting

Current ongoing activity aimed at removing non-compliant and counterfeit products from the marketplace includes:

**Compliance** – Engagement with and commitment to action from Distributor, Installer and Electrical Safety bodies alongside allied manufacturer associations (inc. Cables, Lighting, Domestic Appliances and Gambica).

Developing tools for raising awareness and taking avoidance action.

Multiple investigations and actions against non-compliant products (tackling Product performance to standards, energy labelling and country of origin issues).

### Anti-counterfeit Working Group:

Projects renewed in China, Middle East and Africa.

Pilot study commissioned to look at Turkey.

Members' Middle East visit arranged for October.

Participation in Interpol/UL hosted International IP Crime Conference in London in September.



## Developing Markets

### a) Campaigns

- Domestic ventilation campaign 'My health my home' and associated development of a healthy home 'mark'
- Underfloor Heating campaign : 'Ask for Underfloor'
- Working with the Electrical Safety Roundtable to maintain the lobby on UK government to introduce mandatory 5-year electrical safety inspections in the private rented sector.
- Developing a marketing campaign for water softeners, currently including articles, talks and a new website, and liaison with industry partners.



### b) New Groups

**Energy Storage** – Since its official launch last year the Building Energy Storage group has built up its direct involvement in related standards development, seeking removal of regulatory barriers for the sector and developing a more comprehensive lobbying profile for policy and regulation to support the market's overall development.

**Energy Systems** – This group has been established to provide thought leadership to all BEAMA sectors on the role of technology for the transformative change required in the GB energy system, and the commercial and regulatory drivers necessary to deliver the potential value across the whole system. A key focus of this work over the coming year will be on UK and EU Market Design and developing BEAMA's overarching positioning.



Terry Rowbury  
Director – Member Services

## ISSUE FOCUS BIM UPDATE

The much heralded date of April 2016 for the implementation of the Government mandated Building Information Modelling (BIM) level 2 on all publically procured projects came and went. There was no fanfare of publicity and it is fair to say that it arrived with a whimper rather than a bang. The earth did not stop revolving and the construction industry did not suddenly come to a shuddering halt so many of you may ask 'so what was all the fuss about BIM then?'

There should be no doubt that whilst there was no fanfare for the introduction of BIM it will have a significant and rapidly increasing role to play in UK construction projects going forward. We are already seeing BIM level 2 compliance being required for projects outside of the mandated publically procured projects and anybody involved in any part of the construction industry supply chain needs to be engaged with BIM. To support this, the development of BIM guidance in the UK has been exemplary and the UK is at the leading edge of BIM development in Europe and is rapidly becoming a world leader in BIM.

Continued BEAMA involvement in the BIM development process is vital as the provision of consistent and accurate technical data on products is key to successful BIM implementation and manufacturers are the most credible source of that information. The BIM4BEAMA Working Group exists to maintain a collective involvement on behalf of members.

Creating these data sets (BIM Objects) has been a minefield in the early days of BIM as there are numerous companies offering differing authoring tools each utilising their own method of classifying objects. These authoring tools compete with each other and tend to limit the ownership of the data for use solely by their product. This not only creates cost for manufacturers but inherently goes against the principle of collaborative working which is at the very heart of BIM.

The importance of 'open-source' data and meeting the requirements of COBie has been the main driver for the current activity within the BIM4BEAMA WG:

- Continuing to engage with CIBSE to develop Product Data Templates
- Produced a streamlined process map for CIBSE to validate and publish draft PDTs to help remove log-jams and speed up the approval and publication of PDTs
- Working with the consultant appointed by the BIM Task Group to develop Product Data Definitions (PDD) and engage with the BRE developed 'Lexicon' tool.
- Application for 'Relevant Authority' status within the PDD process to allow BEAMA to approve all parameters that relate to describing products within the scope of BEAMA members.
- Reviewing level of detail being requested of manufacturers for Employer Information Requirements (linked with PAS1192-2) with a plan to provide a BEAMA guidance document.
- Participation in all four CEN TC442 Working Groups to develop the standards and processes for BIM at an EU level, linking with the development of ISO-19650 'Information Management using BIM'.
- Engaging with Mark Bew (Chair of BIM Task Group) to develop greater manufacturer involvement in the development for BIM level 3. (Mark Bew will be a speaker at the BEAMA Annual Lunch)



Should any member have a query on BIM or the activities of the BIM4BEAMA Working Group then they should contact the BEAMA staff member responsible for their product group or send an e-mail query to [info@beama.org.uk](mailto:info@beama.org.uk) headed 'BIM Query'

# ECONOMICS AND STATISTICS UPDATE

## PRODUCER PRICES SHOT UP IN THE WAKE OF BREXIT

The price of goods bought by UK manufacturers, as estimated by the Input Price Indices, rose fastest in the year to August 2016 following 2 years of falls.

Input prices for manufacturing in general rose by 7.6% in the year to August 2016, but for the engineering industries, the rises were double digits with prices in Fabricated Metals industry topping with 15.5% growth.

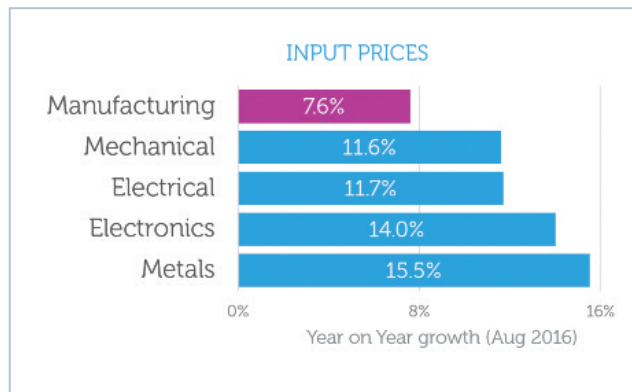


Fig 1 - Input Prices growth in the year to August 2016

At the same time factory gate prices (or output prices) for goods produced in UK manufacturers rose only by 0.8% in the year to August 2016. For manufacturers in the Electrical industry, it was rather a fall of 0.1% compared to the prices in August 2015. Manufactures in mechanical industry enjoyed the highest growth in factory gate prices, among the four engineering industries.

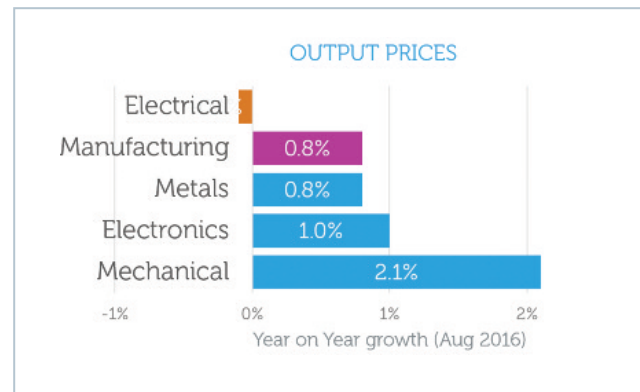


Fig 2 - Output Prices growth in the year to August 2016

The increases in producer prices are largely blamed on the dramatic plunge in the exchange rate since the Brexit vote. UK manufacturers rely on raw materials or semi-finished imports from overseas. With a

cheaper pound, manufacturers have to pay more pounds for the same quantity of goods.

## STERLING EXCHANGE RATE TREND

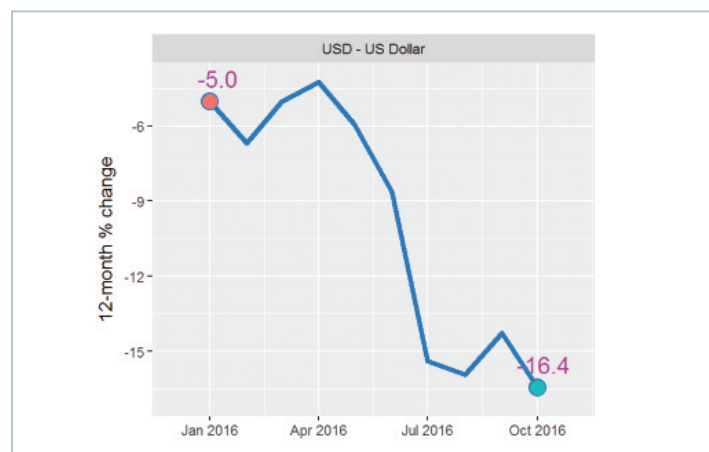


Fig 3 – Sterling exchange rate 12-month % change (Jan 2016 – Sep 2016)

These increases in input prices, put pressure on profit margins, and are bound to reflect in output prices in the coming months. The expected increase in output prices will feed into the consumer prices in the months ahead.

## EMPLOYMENT TRENDS IN ELECTRICAL INDUSTRY

Headcount in Electrical manufacturing industry has fallen from 156,000 in 2000 to 84,000 in 2016. The rate of decline appears to have slowed down after the recession in 2008. During the same period Manufacturing jobs have dropped from 14% to 8% of the total UK workforce.

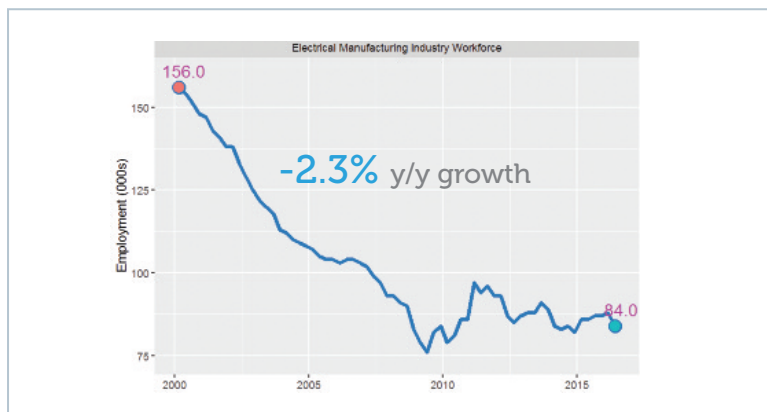


Fig 4 – Employment Trends in Electrical Industry from 2000 to 2016

The headcount published in 2016 Q2 is a drop of 3,000 or 2.3% from the levels recorded in 2015 Q2. The 2016 Q2 figures showed that about 98% of the workforce jobs are employees and 2% are self-

employed. Males accounted for 72.6% and 90% of the workforce work full time.

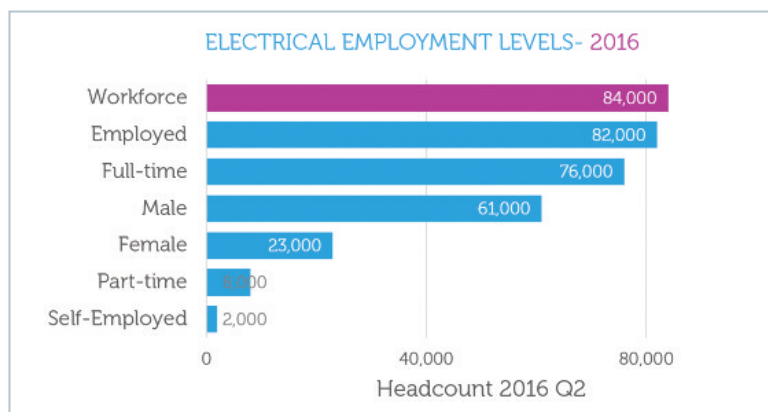


Fig 5 – Employment levels of Electrical Industry in 2016 Q2

If the current levels are compared to 2008, the work force is now at 90% of pre-recession levels. A detailed look at the structure shows an emerging trend. While the number of full time workers is about 87% of 2008 level, part-time workers have gone up by 33%. The level of self-employed remain unchanged from 2008 levels females appear to be doing better than their male colleagues at 92% (of 2008 levels).

This seems to be part of the industry response to industrial automation, global manufacturing, 3D printing and other bundle of technological drivers which have been blamed for the reduction in UK manufacturing workforce.

Interestingly about 97% of employees that leave manufacturing are re-employed in the service sector, according to ONS 2014 report, "Changing Shape of UK Manufacturing".

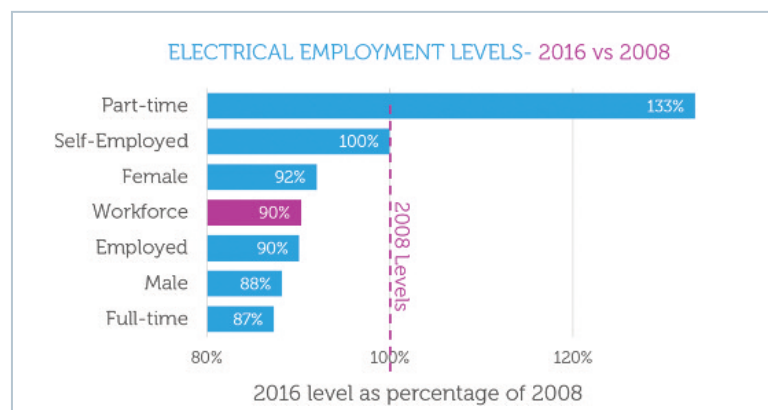


Fig 6 – Employment levels of Electrical Industry in 2016 compared to 2008

# EXHIBITIONS AND EVENTS UPDATE

## BEAMA SHOWCASES UK EXPERTISE



BEAMA has a busy Autumn/Winter UK and international events programme built primarily around a new smart grid demonstrator. In all delegation led activities we are pleased to be encouraging SMEs to join larger companies to promote UK expertise and capability.

Our Trade Challenge Partner status with the Department for International Trade allows us to offer grants for approved shows including European Utility Week in Barcelona (15-17 November 2016) and Middle East Electricity in Dubai (14-16 February 2017). We are currently negotiating for additional grants to encourage SMEs and new to export companies to India Smart Grid Week in Delhi (7-10 March 2017). BEAMA visited the show in March 2016 and we were very impressed with the number of utility procurement companies who visited our stand and expressed an

interest in tapping into UK smart grid solutions. At this stage we are working on securing a 36m<sup>2</sup> grant aided UK pavilion with complimentary conference delegate passes and access to networking events and dinners.

Our A/W programme kicks off here in the UK at the Low Carbon Innovation Conference in Manchester (11-13 October 2016) where BEAMA, Innovate UK and the Energy Innovation Centre have collaborated together to sponsor an Innovation Hub, creating a dedicated "Emerging Innovation" showcase designed specifically to raise the profile of innovative SMEs in a high quality, attention grabbing display area. We will use our network operator contacts to help innovators broker relationships with their innovation teams, and explore opportunities with them for innovation project funding.

Spaces for Dubai and Barcelona are very limited and we expect to open for applications for India Smart Grid Week on 17th October 2016.

For more information on all our overseas shows contact Vera Pokoo (vera.pokoo@beama.org.uk) or Kelly Butler (kelly.butler@beama.org.uk).



See more at: [www.beama.org.uk/events.html](http://www.beama.org.uk/events.html)

# WHAT WE DO

BEAMA is the lead trade association representing manufacturers of electrical infrastructure products and systems from transmission through distribution to the environmental systems and services in the built environment. Our expertise also stretches beyond electrical products into water safety & hygiene and water treatment.

## What we do

We help our members grow their business through delivering multiple benefits:

- **Providing a head start on UK and EU policies, Directives and regulations** – we monitor changes to legislation, standards and guidance to keep our members informed at an early stage.
- **Influencing decision makers** – we engage with key public and industry bodies to shape legislation, standards and guidance to ensure that members' products are treated accurately and fairly.
- **A bigger voice at lower cost** – we share the costs of representing member interests to Government, BSI and other relevant bodies.
- **Publicising your key messages** – we promote our industry groups' key messages via press articles, exhibitions and through speaking at events. We also run customer facing campaigns and statistic schemes to identify industry trends.
- **Influencing the supply chain** – we work with other supply chain associations in distribution and contracting to promote our detailed product guidance.
- **Networking** – we host regular meetings and events which provide opportunities to network with over 250 companies across the full range of BEAMA industries.

**Launch Issue publish 30th November 2016**

**In the next issue...**

**Introducing the Association of Electrical Safety Managers**

**BEAMA 2016 Achievement Report**

**Low Carbon Energy Network Show Report**

